

Message Text

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PAGE 01 STATE 158721

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INFO OCT-01 EUR-06 ADP-00 EB-05 RSC-01 /013 R

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DRAFTED BY JKAY TDAD BEWT

APPROVED BY EB OCA REP RCJORGENSEN

RSTECHSCHULTE BEWT LBOWDEN BEWT JROBB BEWT JELLIS BEWT

ESEGALL EUR TE SUBS

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P 102105Z AUG 73

FM SECSTATE WASHDC

TO AMEMBASSY WARSAW PRIORITY

INFO AMEMBASSY PRAGUE PRIORITY

UNCLAS STATE 158721

EO 11562 NA

TAGS OTRA, BEXP, PL, CZ

SUBJ VISIT OF COMMERCE TRADE DEVELOPMENT

ASSISTANCE OFFICER JOANNE KAY

REF A) SCHMIDT/KAY CONVERSATION OF JULY 27;

B) STATE A-3486

1. PER CONVERSATION, UNLESS EMBASSY FEELS VISIT WARSAW
AND/OR POZNAN SEPT 22 THROUGH 25 IS FEASIBLE AND LIKELY
TO BE PRODUCTIVE, IN VIEW POZNAN FAIR, MRS KAY PROPOSES VISIT WARSAW,
SUBJECT TO EMBASSY CONCURRENCE, AUG 23 MID-DAY THROUGH 27
PRIOR TO ATTENDANCE BRNO FAIR.

2. AS MEMBER BEWT/TRADE DEVELOPMENT ASSISTANCE
DIVISION, MRS KAY ADVISES US FIRMS AND TRADE
ASSOCIATIONS ON DOING BUSINESS IN POLAND AND
OTHER EAST EUROPEAN COUNTRIES, INCLUDING ASSISTANCE
RE MARKET POSSIBILITIES, AVENUES OF APPROACH, CONTRACT
NEGOTIATIONS, AND AS NEEDED ON INDIVIDUAL COMPANY TRANSACTION.
AREAS OF RESPONSIBILITY INCLUDE MACHINE TOOLS, CONSUMER GOODS,
FOOD PROCESSING AND PACKAGING EQUIPMENT, TEXTILE MACHINERY,
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PAGE 02 STATE 158721

AGRICULTURAL EQUIPMENT, POLLUTION CONTROL EQUIPMENT, AND OTHER

AREAS. AMONG COMPANIES WITH INTERESTS IN POLAND WITH WHOM MRS KAY HAS WORKED ARE EPSTEIN, ATALANTA, GENERAL CABLE, DAYCO, CONTINENTAL CAN. PURPOSE VISIT ENABLE MRS KAY GAIN FIRST HAND EXPERIENCE POLISH TRADE SYSTEM, ESTABLISH PERSONAL CONTACTS, DISCUSS CURRENT AND FUTURE PROJECTS IN ORDER TO BETTER ASSIST US FIRMS.

3. ACTION REQUESTED: EMBASSY REQUESTED COMMENT/CONCUR EITHER SET DATES, MAKE HOTEL RESERVATIONS, AND ASSIST WITH APPOINTMENTS. MRS KAY WOULD LIKE TO MEET WITH EMBASSY ECON/ COMMERCIAL OFFICERS FOR BRIEFING AND DISCUSSION EMBASSY SERVICES AVAILABLE TO BUSINESSMEN, VISIT US TRADE CENTER, TALK WITH US FIRMS RE COMMERCIAL OFFICE EXPERIENCE AND OTHER MATTERS (EPSTEIN, ATALANTA NOTIFIED OF VISIT), AND MEET WITH POLISH OFFICIALS IN AREAS OF RESPONSIBLIITY AS FEASIBLE. MRS KAY WOULD LIKE TO MEET WITH SOME OF FOLLOWING FTO'S IF POSSIBLE, INCLUDING POLIMEX-CEKOP AS FOLLOW UP TO FOOD PROCESSING TRADE MISSION: METAEXPORT, POLSERVICE, TEXTILIMPORT, VARIMEX, ANIMEX, AGROS, AGROMET-MOTORIMPORT, UNIVERSAL, CONFEXIM; CHAMBER OF COMMERCE; RELEVANT MINISTRIES, SUCH AS FOREIGN TRADE, AGRICULTURE, FOOD INDUSTRY AND PURCHASE, HEAVY INDUSTRY, LIGHT INDUSTRY, ENGINEERING; ONE REPRESENTATION AGENCY. FINAL TRAVEL PLANS AND ETA WILL BE FORWARDED UPON RECEIPT REPLY.
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